

**Examples and longer quotations referenced in Daniel Sullivan essay:**

**Here is the way JumpCourse explains ACE CREDIT:**

## **ACE CREDIT<sup>®</sup> evaluated and recommends JumpCourses for college credit.**

JumpCourse believes in greater access to higher quality education. By expanding educational opportunities, we are adapting to the changing needs of college students. We are proud to announce that the American Council on Education's College Credit Recommendation Service (ACE CREDIT<sup>®</sup>) evaluated and recommends college credit for courses developed by JumpCourse. It is our mission to help students achieve their academic goals affordably and effectively, paving a road to graduation that will allow students to begin planning for their future.

### **JumpCourses recommended for credit by ACE<sup>™</sup>**

Currently, there are [JumpCourses recommended for college credit by ACE](#), with more currently under evaluation for future credit recommendation:

- [Introduction to Psychology](#)
- [Financial Accounting](#)
- [Introduction to Sociology](#)
- [Organizational Behavior](#)
- [Principles of Marketing](#)
- [Introduction to American Government](#)
- [Principles of Macroeconomics](#)
- [Principles of Microeconomics](#)
- [College Algebra](#)
- [Introduction to Statistics](#)

- [Introduction to Business Law](#)

## What is ACE?

Founded in 1918, ACE (the American Council on Education) is the major coordinating body for all the nation's higher education institutions, representing more than [1,600 college and university presidents](#), and more than 200 related associations nationwide. It provides leadership on key higher education issues and influences public policy through advocacy.

ACE CREDIT connects non-traditional learning with colleges and universities by helping students gain access to academic credit for formal courses and examinations taken in settings outside traditional higher education. ACE represents a base of more than [2,000 degree-granting institutions](#) including two- and four-year colleges, private and public universities, and nonprofit and for-profit entities.



## Earning Credit via ACE

You can earn an ACE CREDIT college credit recommendation by signing up for an eligible course on JumpCourse, and then taking our online proctored final exam at the end of the course

(the exam cost is included in the cost of the ACE-specific course). Be sure to check-in with your school's registrar or college advisor to let them know you would like to transfer your JumpCourse for credit, or contact us at [hello@jumpcourse.com](mailto:hello@jumpcourse.com) to answer any questions. You may visit our [FAQ](#) page to learn more about the final exam.

Students who meet all requirements and successfully complete one of our courses may [request a transcript](#). They can then present their transcript to the college or university of their choice for prerequisite or undergraduate credit consideration to be granted at the discretion of the institution.

All you need is an internet connection and a positive mental attitude to earn college credits on your own schedule!

Here's the actual steps to obtain your ACE transcript:

- 1) Register with ACE [here](#). Note: there's a \$40 registration fee, which includes 1 transcript, data housing, technical support, and advocacy on behalf of the student. Each additional transcript is \$15.
- 2) Create an Account - you will need to provide your name and Social Security number and other profile information.
- 3) Create Username and Password
- 4) Click on "Course Search", then search for JumpCourse.
- 5) Select "Course Completed", and add to transcript. Enter the date the course was completed (your JumpCourse test date).
- 6) Click "Submit for Review." The course will be added to your transcript once we have reviewed it. You will be notified via email.
- 7) Once your courses have been approved, log into your account and click "Order Transcript" to receive your official transcript to submit to your school for credit. .

**This is an example of a chapter unit:**

## Formation of Society (Section 1, Chapter 7)

*In this section you will:*

- Define society and social contract theory.
- Compare theories of sociologists Rousseau and Hobbes.

A society is a group of people that creates and shares culture through social interaction. But how does a society form?

**Social contract theory** explains the origins of society. According to this theory, society comes into existence because individuals make social agreements to protect themselves. People enter social contracts with one another to ensure their personal safety and to protect private property.

Two social philosophers, Thomas Hobbes and Jean-Jacques Rousseau, developed the social contract theory. Hobbes and Rousseau agreed about the emergence of social contracts between individuals. They disagreed, however, about how social contracts come about.



According to Hobbes, government is needed to enforce social contracts

Hobbes believed that society develops to protect men against their own nature. Humans are selfish and are in constant conflict with one another. In Hobbes' own words: "The life of man was solitary, poor, nasty, brutish, and short."

This constant conflict becomes unbearable to people who wish to live in peace. Individuals therefore agree to give up some of their freedom and enter social contracts with others in society. They willingly give up their freedom in exchange for the protection offered by the state. Only through the government can social contracts be enforced. Without it, people would revert back to perpetual violence and conflict, which is the natural state of humans, according to Hobbes.

So, Hobbes believed that social order develops out of the desire to escape a state of continuous social conflict. People enter a social contract to protect themselves from their own selfish nature.

Rousseau observed the nature of humans differently. He believed that individuals are born free, happy, and equal. Humans are naturally peaceful beings but society corrupts their interactions. With the growth of populations and the rise of private property, life becomes complicated and unequal. Individuals lose their natural state of happiness and simplicity. Instead, conflicts and wars spread with the rise of society.

Like Hobbes, Rousseau argued that these conditions are unbearable and people seek a more peaceful way of life. According to Rousseau, people regain their freedom and become unified with the formation of a civil society.

Rousseau's seemingly naïve picture views humans in their natural state as good-natured, free, and equal. It sharply contrasts the overly cynical view of Hobbes, who sees humans as naturally selfish and violent. Which theory do you think sounds most plausible?

### ***Key Terms and Concepts***

**Social contract theory** – The idea that society exists because individuals make social agreements that ensure personal safety and protect private property.

### ***References***

Hobbes, Thomas. [1651] 1985. *Leviathan*. Edited by C. B. Macpherson. London, England: Penguin Books.

Rousseau, Jean-Jacques. 1987. *The Basic Political Writings*. Translated by Donald A. Cress. Indianapolis, IN: Hackett Publishing Company.

**Practice test follows:**

**Here are a couple of examples of practice test questions:**

According to Rousseau...



Choose all correct answers.

- social contracts must be enforced by the government.
- social contracts help people regain their freedom.
- social contracts protect people against their own selfish nature.

- social contracts unite people.
- people lose their natural happy, peaceful state with the rise of society.
- society corrupts people and is associated with war and conflict.

**Correct!**

Rousseau also wrote the famous work *Emile, or On Education*. In it, he states that children are naturally curious and that education should build on this natural state of wonder, instead of institutionalized and strict schooling. His work inspired modern educational philosophy, including the Montessori method.

Match each term (or individual) on the left with the appropriate phrase on the right.

- social contract theory  
society is based on social agreements that protect personal safety and property
- Hobbes  
a philosopher who believed that people are naturally selfish and violent
- Rousseau  
a philosopher who believed that people are essentially happy, peaceful, and good-natured
- society  
a group that creates and shares culture through interaction

**Correct!**

The first philosophers to discuss social contracts were Socrates and Plato, both classical Greek philosophers, in their consideration of justice and the relationship between individuals and government.



# Types of Societies (Section 2, Chapter 7)

*In this section you will:*

- Define division of labor.
- Describe the characteristics different types of societies.
- Define Gemeinschaft and Gesellschaft.

Just like historians, sociologists compare and contrast the ways civilizations have changed throughout time. Why is history important in the study of sociology? Because the way any society—modern or from the past—is organized shapes the actions of its people.

Taking a historic perspective, sociologist Gerhard Lenski explained how societies undergo an evolution as they develop from pre- to postmodern cultures. These changes occur due to technological advances in society.

Societal Type	Description	Level of Technology
hunting and gathering	nomadic, reliance on readily available food	T
pastoral	nomadic, livestock, more steady food supply	TT
horticultural	more settled, basic agriculture	TTT
agrarian	advanced agriculture, established large settlements	TTTT
industrial	mechanical power, new sources of energy, urbanization	TTTTT
postindustrial	reliance on services, production and exchange of ideas	TTTTTT

Gerhard Lenski described how societies develop technologically.

The lowest level of technology is found in the **hunting and gathering society**. Hunters and gatherers are nomadic and rely on readily available foods.

**Pastoral societies** have learned to grow food and look after livestock and have a steadier food supply.

**Horticultural societies** are more settled and develop basic agriculture with limited technology. There's a growing *division of labor*, meaning that work is broken up into tasks that are performed by specialized workers.

Agricultural, **agrarian societies** are still focused on the production of food, but with more technology. More food is produced, which leads to the establishment of bigger settlements. Once food is more plentiful, fewer people have to work to produce it and industry develops.

**Industrial societies** rely on mechanical power and develop new sources of energy. An example of this is the invention of the steam engine. With industrialization, people move from the countryside to urban areas and agricultural work is replaced with factory jobs.

**Postindustrial societies** focus on the production and exchange of ideas and information, rather than the production of material goods.

As technology improves and society develops, division of labor grows. In a hunter-gatherer society, everyone works to find food. But in a postindustrial society, few people work to produce food while everyone else does other jobs.

Ferdinand Tönnies distinguished between two different types of communities. **Gemeinschaft** refers to traditional life in a close-knit, often rural community, where members are united by strong shared personal beliefs. People are tradition-oriented and have altruistic concerns for one another. Members of this type of society focus on contributing to the community rather than the importance of individualism.

Tönnies contrasted this with **Gesellschaft**. This term refers to large and impersonal mass societies, often in urban areas, where values and norms are not shared. People are impersonal and self-interested. Here, individuals' hopes and dreams are emphasized over the community's.

Which type of society do you think offers the most benefits to members? The United States for the most part embodies the Gesellschaft community, but there are pros and cons to each type.

### **Key Terms and Concepts**

**Hunting and gathering society** – A society in which members are nomadic and rely on readily available food.

**Pastoral society** – A society in which members grow food, look after livestock, and have a steady supply of food.

**Horticultural society** – A society in which members develop basic agriculture with limited technology and a growing division of labor.

**Agrarian society** – A society in which members focus on farm work with minimal technology to grow food and livestock.

**Industrial society** – A society in which members rely on technology to produce goods and services.

**Postindustrial society** – A society in which the economy revolves around the production and exchange of information.

**Gemeinschaft** – A close-knit community where members are united by strong shared personal beliefs; it's often found in rural areas.

**Gesellschaft** – A large and impersonal community, where values and norms are not shared, often found in urban areas.

### **References**

Lenski, Gerhard. 2005. *Ecological-Evolutionary Theory: Principles and Applications*. Boulder, CO: Paradigm Publishers.

Tönnies, Ferdinand. [1887] 1963. *Community and Society (Gemeinschaft and Gesellschaft)*. New York: Harper & Row.

Please drag the phrases to the correct boxes.

The dorms at Storyland College are run by a student government. The students living in their dorms make up a diverse group that creates and shares its own unique culture. In this small society, students have informal agreements to ensure their own safety and property, like their laptop computers and other favorite items they have brought from home. After a few small crimes occur, the student government decides to form a constitution, with some ground rules about how people should behave in the dorms. This move is controversial. "We don't need these rules," say some students. "People are naturally good-natured, and have no reason to steal from one another. We can just trust each other." "No way," say other students. "People are actually selfish and violent, and without any ground rules, there will be chaos."

- Rousseau's view of human nature

People are naturally good-natured

- social contract theory

In this small society, students have informal agreements to ensure their own safety and property

- society

group that creates and shares its own unique culture

- Hobbes' view of human nature

People are actually selfish and violent, and without any ground rules, there will be chaos

**Correct!**

Social contract theory is often invoked to explain why individuals might willingly give up some of their freedoms to a government. Critics of social contract theory, however, say that individuals do not willingly give their consent to be governed, since if they refuse to pay taxes, for example, they will pay a penalty.

Please drag the phrases to the correct boxes.

Hobbes and Rousseau held very different views about people's essential nature.

Classify each of the traits below as more likely to represent either of their views.

happy

selfish

free

violent

good-natured

peaceful

brutish

equal

- Hobbes' view of people

selfish

violent

brutish

- Rousseau's view of people

happy

free

good-natured

peaceful

equal

**Correct!**

Hobbes argued that people's "state of nature," or how they naturally interact without any government, is full of self-interested, aggressive conflict. Some find support for his theories by looking at natural aggression within species of the animal kingdom. Rousseau, in contrast, argued that Hobbes was imagining taking socialized, corrupted people and putting them in a vacuum. This wasn't fair, because society corrupted them in the first place!

## The Scientific Method

*In this section you will:*

- List the seven steps of the scientific method.
- Explain why sociologists use the scientific method.

Sociology is a social science, and sociologists take the **science** part of that seriously. So, before delving any deeper into the specific topics of this field, you have to understand how sociologists gather and analyze data to form the many conclusions covered elsewhere in the course.

While sociologists study things that may appear less tangible, such as people, culture, and social interactions—rather than, say, bacteria under a microscope—they still apply strict principles to their investigations. This means that when conducting research, sociologists follow the scientific method. The **scientific method** is a process that relies on objective observation and logic to test theories. This method's seven important steps make it possible for others to critique the research.

The first step is to define the research problem. Researchers have to decide which topic or question interests them. Then, they formulate a research question, a specific question that will guide the research process. For example, a researcher might ask, "Are college students whose parents went to college more likely to graduate than first-generation college students?"

The second step of the scientific method is to review the literature. Sociologists and other social scientists have conducted thousands of research studies, many of which have been written up and published as research articles or books. Finding what others have done can be time-consuming, but it keeps researchers from repeating each other and helps improve on what is already known.



A phone survey is one method of collecting data.

The third step is to develop a research design. How will this research be carried out? Different types of questions require different research designs, so sociologists conduct research in a number of ways. Sometimes they interview just a few people to get a better understanding of a complex question. Other times, they will use huge collections of data, from a source like the United States Census or a phone survey.

The fourth step is to form a hypothesis. A **hypothesis** is an informed guess about the results of research.

The fifth step of the scientific method is to collect data. Sometimes this can be as simple as downloading data from the Internet, and other times it means digging through historical records or traveling around the world to talk to people.

The sixth step is to draw conclusions about the research. Researchers analyze the data and decide whether their hypothesis was confirmed through the findings.

The last step is to report the research findings. Since part of the goal of conducting scientific research is to contribute to a body of knowledge, it's important to let others know about the results of research. For sociologists, this usually means writing a book or research article, or presenting their research at conferences.

Sociologists follow the seven steps of the scientific method to help contribute new knowledge to their field and to make sure they conduct research in an impartial manner. That way, other researchers, students, and other people curious about the world can trust the conclusions made. **[The naïve positivism described here does major damage to students' potential understanding of how sociologists decide what to believe. Even for beginning, perhaps even intellectually challenged students this text is scary.]**

### ***Key Terms and Concepts***

**Science** – A systematic branch of knowledge that involves the study of natural or social environments.

**Scientific method** – A seven-step process for carrying out research that relies on objective observation and logic to test theories.

**Hypothesis** – An informed guess about the results of research that sociologists propose before carrying out a study.

### ***References***

Bloor, David. 1998. "Sociology of Knowledge." *Routledge Encyclopedia of Philosophy*. London, England: Routledge.

Shapin, Steven. 1995. "Here and Everywhere: Sociology of Scientific Knowledge." *Annual Review of Sociology* 21(1):289-321.



# The Women's Movement

*In this section you will:*

Describe the women's movement and the Women's Suffrage Movement.

- Define feminism and its branches.
- Compare the first and second wave of feminism, and describe the goals of the third wave of feminism.
- Describe the relationship between education and employment for women.

Throughout history, women have faced sexism and discrimination within the workplace, the family, and general societal norms. These struggles inspired the women's movement in the United States, which dates back to the late nineteenth century and continues in various forms today.

**Feminism** is an ideology that challenges sexism and promotes independence and equality for women. Through their efforts, feminists strive to increase equality between the sexes, end sexual violence, and encourage sexual freedom.

There are many branches or disciplines of feminism, each with different ideas on how equality should be obtained.

- **Liberal feminists** focus on society's biases against the intellectual and physical capabilities of women to make equal decisions. They seek to overcome inequalities through the establishment of law-mandated equal opportunities. Unlike other branches, liberal feminists focus on individual empowerment.
- **Radical feminists** believe that men cause female oppression. They call for the abolishment of patriarchy in our society.
- **Socialist feminists** think that female inequalities are built into capitalist society. They believe collective social action is needed to bring economic equality to women.
- **Multicultural feminists** believe that gender oppression is closely intertwined with racial and ethnic identity.

The first wave of feminism began at the end of the nineteenth century and continued into the twentieth century. **[Note here that no mention is made of the famous 1848 Seneca Falls Women's Rights Convention and the very sophisticated feminism covering a wide range of issues, not just the right to vote, that the early feminist leaders were attentive to.]** The main

goal of the early movement, called the ***Women's Suffrage Movement***, was to earn the right to vote, which in the United States was won in 1920.

A second wave of feminism came about in the 1960s, as women continued to demand equal rights. This second wave centered on patriarchal culture in general and focused specifically on reproductive rights, sexuality, and challenging the socially constructed role of women as the homemaker.

Betty Friedan, author of the 1963 book, *The Feminine Mystic*, was at the forefront of the movement. She exposed gender discrimination in the workplace and addressed sexual harassment and the glass ceiling.

While improvements were made throughout the latter half of the twentieth century, a third wave of the feminist movement continues to fight for equal rights. This third, or present, wave focuses more on equality for women of color, those discriminated against because of their sexuality, the economically disadvantaged, and women globally.



Women are now the majority of students enrolled in higher education.

Today, the majority of students enrolled in higher education are women. In general, education leads to skilled, higher-paying employment. If more women obtain higher education, then it is logical to believe that more women will compete with men for high-level jobs. However, this is not always the case. Women still tend to be drawn to ***pink-collar occupations***, like nursing and teaching.

A 2008 Forbes study found that the most popular major for both men and women is business. Additional high-ranking majors for men include engineering and computer science, whereas women more often major in health professions, education, and psychology. Many of the majors chosen by men lead to higher-paying positions than those more often chosen by women.

Some progress has been made in pay equality and other rights issues thanks to the work of feminists in the last century. Despite the advantages feminism brings, it can be controversial. Some people oppose the women's movement for its point of view on topics such as abortion and homosexuality, as well as its opposition to traditional gender roles. Regardless, feminists continue to contribute to the women's movement today.

### ***Key Terms and Concepts***

**Feminism** – An ideology that challenges sexism and promotes independence and equality for women.

**Liberal feminism** – A type of feminism that focuses on society's biases against the intellectual and physical capabilities of women to make equal decisions.

**Radical feminism** – A type of feminism that believes that men cause female oppression.

**Socialist feminism** – A type of feminism that believes that female inequalities are built into capitalist society.

**Multicultural feminism** – A type of feminism that believes that gender oppression is closely intertwined with racial and ethnic identity.

**Women's Suffrage Movement** – The first wave of feminism that sought legislation granting women the right to vote in the early nineteenth and early twentieth centuries.

**Pink-collar occupation** – A job traditionally held by women, such as nursing, secretarial, clerical, and education-related work.

### ***References***

“Betty Friedan.” 2002. *Workforce* 81(1):29.

Goudreau, Jenna. 2010. "Most Popular College Majors for Women." *Forbes*, August 10. Retrieved April 1, 2013 (<http://www.forbes.com/2010/08/10/most-popular-college-degrees-for-women-forbes-woman-leadership-education-business.html>).

Krolokke, Charlotte and Anne Scott Sorensen. 2006. *Gender Communication Theories and Analyses: From Silence to Performance*. Thousand Oaks, CA: Sage Publications, Inc.